



Advantages of a national tender system for clotting factor concentrates

What is a national tender system?

A national tender system is a cost-effective system for the purchase of products or services such as clotting factor concentrates. Instead of each organization or hospital purchasing its own supply, the government purchases what is needed for the entire country. This system achieves cost savings by buying large volumes and asking for competitive bids from manufacturers. Suppliers are invited to submit a bid, or tender, then these bids are evaluated based on certain defined criteria (such as safety, efficacy, and cost), and the contract is awarded to the bidder who best meets those criteria.

National tender systems for the purchase of clotting factor concentrates have a number of advantages.

Benefits for governments:

- Hemophilia is a relatively expensive condition to treat. National tenders can be **cost effective** as large quantities of products are purchased compared to the small amount purchased by individual hospitals or areas of the country.
- It allows for prediction of national demand and use and **allows planning for a national budget** for the provision of factor replacement therapy.
- A variation in the amount to be supplied can be built into the contract so it **allows for contingency planning** in case the actual amount needed is more or less than that contracted for.

Benefits for patients and clinicians:

- The tendering process can lead to a more uniform, **higher standard of care** nationally. An inclusive tender process with involvement by key clinicians and the patient organization gives the required expertise to ensure that the safest and most effective products can be purchased for the use of all people with hemophilia or other inherited bleeding disorders.
- It can lead to an affordable and planned increase in the use of factor replacement therapy, up to the point where **treatment is optimized**.
- In the event of a product shortage, having a contract to purchase significant quantities of clotting factor concentrates from specified companies may be an advantage in **ensuring supply of product**.

An effective tendering process means:

- **Involvement of clinicians, hemophilia organizations, and regulatory authorities** in the process brings an appropriate range of expertise together. The collective wisdom of the different constituents can lead to better award criteria, better analysis of the various safety, effectiveness, and supply considerations, and **better decision making** than that which would normally be made by individuals, clinicians, hospitals, or insurance companies on their own.
- The process can lead to an **improved assessment of the products**, based on collection of comparative data and meetings with the companies over the same time period.